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INVESTMENT COMPANY INSTITUTE

TRENDS IN MUTUAL FUND ACTIVITY

MARCH 1985

Research Department

TABLE 1
MONTHLY STATISTICS OF OPEN-END COMPANIES
(EXCLUDING SHORT-TERM FUNDS) *
(ALL DOLLAR FIGURES IN MILLIONS)

	MAR-85	FEB-85 R	MAR-84 R
TOTAL SALES OF SHARES (1)	$ 6,192.9	6,578.8a	4,083.4b
NEW SALES	$ 5,771.0	6,073.0	3,807.9
REINVESTED DIVIDENDS	$ 421.9	505.9	275.5
SALES DUE TO EXCHANGES (1)	$ 1,568.3	1,435.5	980.1
EXCHANGES AS A PERCENT OF TOTAL SALES PLUS EXCHANGES	20.2%	17.9%	19.4%
REDEMPTIONS OF SHARES	$ 2,615.3	2,548.3	1,471.7
HOLDINGS OF CASH AND SHORT-TERM SECURITIES	$ 13,098.4	14,567.0	10,405.5
TOTAL NET ASSETS	$ 156,987.8	154,707.0	114,536.9
REDEMPTIONS AS A PERCENT OF AVERAGE NET ASSETS (2)	17.1%	16.6%	15.5%
LIQUIDITY ASSET RATIO (3) (EQUITY AND BALANCED FUNDS)	8.6%	9.2%	9.2%
PURCHASES OF COMMON STOCK	$ 5,725.4	6,267.1	4,353.4
SALES OF COMMON STOCK	$ 5,211.6	5,774.0	3,667.1
PURCHASES OF OTHER SECURITIES	$ 8,299.0	7,589.5	4,368.6
SALES OF OTHER SECURITIES	$ 4,819.0	5,551.5	3,613.9
NUMBER OF FUNDS	852	847	695

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* EXCLUDES MONEY MARKET AND LIMITED MATURITY MUNICIPAL BOND FUNDS

(1) TOTAL SALES FIGURES EXCLUDE:
  (A) REINVESTMENT OF CAPITAL GAINS DISTRIBUTIONS.
  (B) SALES DUE TO EXCHANGES FROM ONE FUND TO ANOTHER IN THE SAME GROUP.
  (C) REDEPOSITS UNDER SINGLE PAYMENT CONTRACTUAL PLANS.
  (D) OTHER MISCELLANEOUS SOURCES OF SHARE ISSUE-MERGERS AND ACQUISITIONS, ETC.

(2) REDEMPTIONS FOR THE TWELVE MONTHS ENDING ON THE THREE DATES SPECIFIED AS A PERCENT OF AVERAGE NET ASSETS AT THE BEGINNING AND END OF THESE PERIODS.

(3) HOLDINGS OF CASH AND SHORT-TERM SECURITIES AS A PERCENT OF TOTAL NET ASSETS; INCLUDES AGGRESSIVE GROWTH, GROWTH, GROWTH AND INCOME, AND BALANCED FUNDS.

(a) INCLUDES AN UNDERWRITING OF $232.9 MILLION.

(b) INCLUDES TWO UNDERWRITINGS TOTALLING $290.2 MILLION.

TABLE 2
SALES AND REDEMPTIONS CLASSIFIED BY
METHOD OF DISTRIBUTION AND INVESTMENT OBJECTIVE
(EXCLUDING SHORT-TERM FUNDS) *
(MILLIONS OF DOLLARS)

	TOTAL SALES INCLUDING REINVESTED DIVIDENDS			TOTAL SALES LESS REINVESTED DIVIDENDS			REDEMPTIONS		
	MAR-85	FEB-85R	MAR-84R	MAR-85	FEB-85R	MAR-84R	MAR-85	FEB-85R	MAR-84R
TOTALS FOR ICI REPORTERS	$ 6,192.9	$ 6,578.8a	$ 4,083.4b	$ 5,771.0	$ 6,073.0	$ 3,807.9	$ 2,615.3	$ 2,548.3	$ 1,471.7
METHOD OF DISTRIBUTION:									
BROKER-DEALER (1)	3,936.2	4,208.8aR	2,370.8bR	3,682.8	3,924.6R	2,206.6R	1,548.1	1,313.3R	780.5R
DIRECT SELLING	342.8	412.2	269.4	277.5	305.2	221.5	161.9	205.2	125.4
NO-LOAD	1,913.0	1,957.1	1,443.0	1,810.2	1,842.5	1,379.9	893.8	1,015.5	559.1
OTHER	1.0	0.8	0.2	0.6	0.7	0.0	11.4	14.4	6.6
INVESTMENT OBJECTIVE:									
AGGRESSIVE GROWTH	621.3	701.3	487.2R	613.4	693.0	484.9R	478.5	364.1	181.5R
GROWTH	686.7	692.1R	548.4b	647.4	648.7	502.2	614.7	534.1R	335.6
GROWTH & INCOME	723.1	655.7R	763.2	677.2	563.2R	726.2	377.3	490.0R	235.2
BALANCED	44.9	46.0	29.3	23.7	33.0	9.8	32.7	61.1	24.1
INCOME	2,127.2	2,249.2R	936.3b	2,020.9	2,148.9R	901.6	482.5	449.9R	194.3
CORPORATE BOND	500.5	526.2R	292.2	418.3	424.1R	230.1	173.3	158.4R	167.0
LONG-TERM MUNICIPAL BOND	1,245.6	1,221.3	862.5	1,131.0	1,115.6	789.3	411.6	446.8	315.4
OPTION/INCOME	243.6	487.0a	164.2	239.1	446.5	163.9	44.7	43.9	18.6

* EXCLUDES MONEY MARKET AND LIMITED MATURITY MUNICIPAL BOND FUNDS

** EXCHANGE FUNDS NOT OFFERING NEW SHARES

(1) INCLUDES FUND ORGANIZATIONS WHICH UTILIZE 12(b)1 PLANS TO COMPENSATE DEALERS AND REGISTERED REPRESENTATIVES. INVESTORS WHO ACQUIRE THESE FUNDS PURCHASE THEM AT NET ASSET VALUE.

(a) INCLUDES AN UNDERWRITING OF $232.9 MILLION.

(b) INCLUDES TWO UNDERWRITINGS TOTALLING $290.2 MILLION; OF THAT, $6.9 MILLION IS IN THE GROWTH CATEGORY AND $283.3 IS IN THE INCOME CATEGORY.

TABLE 2A

EXCHANGES INTO AND OUT OF THE FUNDS

CLASSIFIED BY METHOD OF DISTRIBUTION AND INVESTMENT OBJECTIVE

(EXCLUDING SHORT-TERM FUNDS) *

(MILLIONS OF DOLLARS)

	EXCHANGES INTO THE FUNDS **			EXCHANGES OUT OF THE FUNDS **		
	MAR-85	FEB-85	MAR-84	MAR-85	FEB-85	MAR-84
TOTALS FOR ICI REPORTERS	$ 1,568.3	$ 1,435.5R	$ 980.1R	$ 2,261.3	$ 1,939.7R	$ 1,377.0R
METHOD OF DISTRIBUTION:						
BROKER-DEALER (1)	308.4	291.8R	326.5	808.9	400.6R	432.7R
DIRECT SELLING	70.8	71.1	47.9	80.5	76.1	64.1
NO-LOAD	1,189.2	1,072.5	605.7	1,372.0	1,463.1	880.1
OTHER	0.0	0.0	0.0	0.0	0.0	0.0
INVESTMENT OBJECTIVE:						
AGGRESSIVE GROWTH	228.6	223.1	249.1R	529.2	252.3	323.5R
GROWTH	281.8	207.7	231.9	443.8	227.2	194.2
GROWTH & INCOME	432.4	534.2R	172.6	743.0	457.3R	376.4
BALANCED	2.7	4.8	0.9	4.9	5.0	4.0
INCOME	137.9	111.6	35.9	118.6	128.8R	50.4
CORPORATE BOND	110.7	106.1R	43.4	185.9	236.6R	154.4
LONG-TERM MUNICIPAL BOND	367.0	237.4	237.6	229.9	625.2	271.9
OPTION/INCOME	7.1	10.5	8.8	6.0	7.3	2.1

* EXCLUDES MONEY MARKET AND LIMITED MATURITY MUNICIPAL BOND FUNDS

** EXCHANGES INTO FUNDS (SALES) DO NOT EQUAL EXCHANGES OUT OF FUNDS (REDEMPTIONS) BECAUSE DATA FOR MONEY MARKET AND LIMITED MATURITY MUNICIPAL BONDS ARE EXCLUDED

(1) INCLUDES FUND ORGANIZATIONS WHICH UTILIZE 12(b)1 PLANS TO COMPENSATE DEALERS AND REGISTERED REPRESENTATIVES. INVESTORS WHO ACQUIRE THESE FUNDS PURCHASE THEM AT NET ASSET VALUE.

TABLE 3
TOTAL ASSETS, LIQUID ASSETS, AND LIQUIDITY RATIOS CLASSIFIED BY METHOD OF DISTRIBUTION AND INVESTMENT OBJECTIVE
(EXCLUDING SHORT-TERM FUNDS) *
(MILLIONS OF DOLLARS)

	TOTAL ASSETS			LIQUID ASSETS			LIQUIDITY RATIOS **		
	MAR-85	FEB-85R	MAR-84	MAR-85	FEB-85R	MAR-84	MAR-85	FEB-85	MAR-84
TOTALS FOR ICI REPORTERS	$ 156,987.8	$ 154,707.0	$ 114,536.9	$ 13,098.4	$ 14,567.0	$ 10,405.5	8.3%	9.4%	9.1%
METHOD OF DISTRIBUTION:									
BROKER-DEALER (1)	89,930.9	88,343.3R	63,510.0	7,232.3	8,167.2R	5,982.5	8.1	9.2	9.4
DIRECT SELLING	16,721.7	16,660.0	14,219.7	1,441.9	1,520.9	1,632.4	8.6	9.1	11.5
NO-LOAD	48,412.6	47,768.2R	35,057.1	4,359.9	4,800.7R	2,699.6	9.0	10.1	7.7
OTHER	1,922.6	1,935.5	1,750.1	64.3	78.2	91.0	3.3	4.0	5.2
INVESTMENT OBJECTIVE:									
AGGRESSIVE GROWTH	22,037.9	22,606.2R	16,960.4	2,009.7	2,277.5R	1,714.9	9.1	10.1	10.1
GROWTH	28,554.6	28,841.0R	25,134.8	2,805.5	2,823.8R	3,123.7	9.8	9.8	12.4
GROWTH & INCOME	35,842.4	35,849.3R	28,900.1	2,727.8	3,054.6R	1,725.5	7.6	8.5	6.0
BALANCED	3,039.8	3,049.1	3,107.6	150.7	139.7R	247.2	5.0	4.6	8.0
INCOME	25,117.9	23,347.3R	10,398.1	1,609.5	2,073.1R	908.2	6.4	8.9	8.7
CORPORATE BOND	14,248.6	13,975.6R	11,400.9	1,287.2	1,425.1R	1,143.1	9.0	10.2	10.0
LONG-TERM MUNICIPAL BOND	23,823.1	22,876.7	16,322.2	2,195.9	2,228.4	1,371.2	9.2	9.7	8.4
OPTION/INCOME	4,323.6	4,161.7	2,312.8	312.0	544.7	171.6	7.2	13.1	7.4

* EXCLUDES MONEY MARKET AND LIMITED MATURITY MUNICIPAL BOND FUNDS

** LIQUID ASSETS -- HOLDINGS OF CASH AND SHORT-TERM SECURITIES -- AS A PERCENT OF TOTAL ASSETS

*** EXCHANGE FUNDS NOT OFFERING NEW SHARES

(1) INCLUDES FUND ORGANIZATIONS WHICH UTILIZE 12(b)1 PLANS TO COMPENSATE DEALERS AND REGISTERED REPRESENTATIVES. INVESTORS WHO ACQUIRE THESE FUNDS PURCHASE THEM AT NET ASSET VALUE.

TABLE 4
PORTFOLIO ACTIVITY
CLASSIFIED BY INVESTMENT OBJECTIVE
(EXCLUDING SHORT-TERM FUNDS) *
(MILLIONS OF DOLLARS)

	COMMON STOCK PURCHASES *			COMMON STOCK SALES *			NET PURCHASES *		
	MAR-85	FEB-85	MAR-84	MAR-85	FEB-85R	MAR-84R	MAR-85	FEB-85R	MAR-84R
TOTALS FOR ICI REPORTERS**	$ 5,725.4	$ 6,267.1R	$ 4,353.4R	$ 5,211.6	$ 5,774.0	$ 3,667.1	$ 513.9	$ 493.1	$ 686.3
INVESTMENT OBJECTIVE:									
AGGRESSIVE GROWTH	1,266.0	1,617.1	892.5R	1,290.9	1,415.5	915.3R	-25.0	201.7	-22.7R
GROWTH	1,633.6	1,837.3R	1,841.0	1,663.9	1,842.1R	1,551.8	-30.2	-4.8R	289.1
GROWTH & INCOME	1,652.4	1,748.1R	1,130.4	1,603.8	1,656.9R	923.4	48.6	91.3R	207.0
BALANCED	128.7	123.7	66.8	137.4	113.1R	94.4	-8.8	10.7R	-27.6
INCOME	152.3	198.3R	135.0	139.6	211.7R	89.4	12.7	-13.4R	45.6
CORPORATE BOND	39.3	13.0	10.2	15.8	17.7	15.7	23.5	-4.8	-5.5
LONG-TERM MUNICIPAL BOND	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
OPTION/INCOME	853.1	729.6	277.6	360.1	517.1	77.1	493.0	212.5	200.4

	OTHER SECURITY PURCHASES *			OTHER SECURITY SALES *			NET PURCHASES *		
	MAR-85	FEB-85R	MAR-84	MAR-85	FEB-85R	MAR-84	MAR-85	FEB-85R	MAR-84
TOTALS FOR ICI REPORTERS**	$ 8,299.0	$ 7,589.5	$ 4,368.6	$ 4,819.0	$ 5,551.5	$ 3,613.9	$ 3,253.7	$ 1,951.9	$ 754.7
INVESTMENT OBJECTIVE:									
AGGRESSIVE GROWTH	73.6	24.3	49.8	18.8	62.3	27.2	54.8	-38.0	22.6
GROWTH	430.8	372.1	76.5	388.8	400.1	106.2	42.0	-28.0	-29.8
GROWTH & INCOME	383.8	422.1	180.8	222.1	195.8R	148.8	161.6	226.3R	32.0
BALANCED	128.3	96.9	120.1	97.2	132.4	140.5	31.1	-35.5	-20.5
INCOME	3,310.2	4,059.1R	918.5	1,427.2	2,053.3R	466.5	1,656.7	1,919.7R	452.0
CORPORATE BOND	1,706.4	1,187.3R	1,619.3	1,377.7	1,465.9R	1,698.2	328.7	-278.6R	-78.9
LONG-TERM MUNICIPAL BOND	2,245.0	1,414.1	1,401.1	1,251.4	1,220.9	1,012.7	993.6	193.1	388.4
OPTION/INCOME	20.9	13.6	2.6	35.6	20.7	13.7	-14.7	-7.1	-11.1

* EXCLUDES MONEY MARKET AND LIMITED MATURITY MUNICIPAL BOND FUNDS.

** ASSETS OF MEMBER FUNDS REPORTING PORTFOLIO ACTIVITY FOR ABOUT 90% OF THE INSTITUTE'S MEMBERSHIP.

TABLE A
MONTHLY STATISTICS
LIMITED MATURITY MUNICIPAL BONDS *
(DOLLAR FIGURES IN MILLIONS)

	MAR-85	FEB-85	MAR-84
CHANGE IN NET ASSETS DURING THE MONTH	$ 1,618.6	$ 3,155.3	$ 982.0
TOTAL NET ASSETS	33,837.5	32,219.0	21,296.9
TOTAL SALES	8,394.9	8,268.5R	4,806.3
REGULAR SALES OF SHARES	8,318.8	8,203.7	4,762.1
REINVESTMENT OF INVESTMENT INCOME	76.1	64.8R	44.3
TOTAL REDEMPTIONS	6,796.9	5,457.0	3,821.2
EXCHANGES (NOT INCLUDED IN SALES-REDEMPTION FIGURES ABOVE)			
SALES DUE TO EXCHANGES	238.4	437.5	172.1
REDEMPTIONS DUE TO EXCHANGES	205.3	145.7	140.7
NUMBER OF FUNDS	99	100	78

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* THE AVERAGE MATURITY OF THE PORTFOLIO IS GENERALLY LESS THAN TWO YEARS

TABLE B

MONTHLY STATISTICS OF MONEY MARKET FUNDS

(DOLLAR FIGURES IN MILLIONS)

	MAR85	FEB85 R	MAR84 R
CHANGE IN NET ASSETS DURING THE MONTH	$ -3,577.0	$ -4,221.8	$ 1,373.6R
TOTAL NET ASSETS (1) (AT MONTH END)	206,707.8	210,284.8	173,777.3R
DISTRIBUTION OF ASSETS (AT MONTH END)			
U.S. TREASURY BILLS	19,829.5	20,672.0	16,942.7
OTHER TREASURY SECURITIES	6,286.5	5,762.0R	2,441.1
OTHER U.S. SECURITIES	17,693.0	17,072.6R	15,738.2
REPURCHASE AGREEMENTS	23,289.6	24,879.4	17,619.5R
COMMERCIAL BANK CD (2)	16,663.0	18,028.6	15,916.3R
OTHER DOMESTIC CD (3)	4,650.9	4,958.3	4,676.9
EURODOLLAR CD (4)	20,956.9	21,903.0	23,786.8
COMMERCIAL PAPER	79,251.8	79,107.6	56,609.0R
BANKERS' ACCEPTANCES	17,276.4	18,457.8	18,740.3R
CASH RESERVES	-2,378.2	-2,654.6R	-567.2R
OTHER	3,188.2	2,098.0R	1,873.6
AVERAGE MATURITY OF PORTFOLIO (5) (NUMBER OF DAYS)	43	49	36
NUMBER OF ACCOUNTS OUTSTANDING	13,895,338	13,781,219	12,450,024R
NUMBER OF FUNDS	332	332	321R

(1) ESTIMATES OF TOTAL NET ASSETS ARE AS OF THE END OF THE MONTH. FUNDS REPORTING TO THE INSTITUTE ACCOUNT FOR APPROXIMATELY 98 PERCENT OF ASSETS OF ALL MONEY MARKET FUNDS.

(2) COMMERCIAL BANK CDS ARE THOSE ISSUED BY AMERICAN BANKS LOCATED IN THE U.S.

(3) OTHER DOMESTIC CDS INCLUDE THOSE ISSUED BY S&L'S AND AMERICAN BRANCHES OF FOREIGN BANKS.

(4) EURODOLLAR CDS ARE THOSE ISSUED BY FOREIGN BRANCHES OF DOMESTIC BANKS AND SOME ISSUED BY CANADIAN BANKS; THIS CATEGORY INCLUDES SOME ONE DAY PAPER.

(5) MATURITY OF EACH INDIVIDUAL SECURITY IN THE PORTFOLIO AT END OF MONTH WEIGHTED BY ITS VALUE.

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TABLE C

SALES AND REDEMPTIONS OF MONEY MARKET FUNDS

(DOLLAR FIGURES IN MILLIONS)

	MAR85	FEB85 R	MAR84 R
TOTAL SALES	$ 60,940.3	$ 59,062.6	$ 39,863.5R
REGULAR SALES OF SHARES	59,884.9	58,023.6	38,849.9R
REINVESTMENT OF INVESTMENT INCOME	1,055.3	1,039.0	1,013.6
TOTAL REDEMPTIONS	$ 64,947.1	$ 63,539.9R	$ 39,200.5R
EXCHANGES (NOT INCLUDED IN ABOVE FIGURES)			
SALES DUE TO EXCHANGES	$ 1,996.8	$ 1,376.2	$ 1,217.2
REDEMPTIONS DUE TO EXCHANGES	$ 1,349.5	$ 1,311.5R	$ 882.0